



# Gizelle & John Sipin

The Sereno Group Real Estate  
27 years as Negotiation Specialist in every market.  
Helping our clients get what they want!

*Clients For Life*  
January 2017

## The Dog Food Diet

Looking for some inspiration... hahahahah

Yesterday I was buying a large bag of Dog Chow for Socks the wonder dog and was about to check out.

A woman behind me asked if I had a dog. What did she think I had, an elephant?

I'm retired now, with some spare time on my hands. So, on impulse, I told her that no, I didn't have a dog, and that I was starting the Dog Food Diet again. Although I probably shouldn't, because I'd ended up in the hospital last time, but that I'd lost 50 pounds before I awakened in an intensive care ward with tubes coming out of most of my orifices and IVs in both arms.

I told her that it was essentially the perfect diet and that the way that it works is to load your pants pockets with Dog Chow nuggets and simply eat one or two every time you feel hungry and that the food is nutritionally complete so I was going to try the diet again.

(I have to mention here that practically everyone in the line was by now enthralled with my story.)

Horried, she asked if I ended up in intensive care because the dog food poisoned me.

I told her no. I stepped off a curb to sniff an Irish Setter and a car hit us both.

I thought the guy behind her was going to have a heart attack, he was laughing so hard!

The manager won't let me shop there anymore....

HAPPY  
NEW 2017 YEAR

# On Gizelle's Mind

Dear Friends,

As I sit here at the beginning of 2017 I am filled with gratitude. Gratitude for wonderful friends/clients and family. I wanted to take a moment to thank you all for the beauty of our friendships before 2017 ramps up and the roller coaster ride begins. I am blessed to have a wonderful family and a mom who keeps me laughing and learning through life. John has enriched my life completely and never ceases to amaze me with all the love, caring and effort he shows on a daily basis. He has taught me so many things and the word I would use for him when it comes to his family is selfless. He has always put us first and I am so blessed to have him in my life. All I need to do is call him and he will drop everything and come to my rescue and there are many times I need rescuing:-). Our daughters are both happily married and embarking on their lives and nothing brings me more joy then to hear about their adventures in married life.



I'm grateful for my friends who probably started out by being clients or colleagues. I think it's so wonderful to be able to have friends that I would have normally never met if I didn't do what I do. Real estate has allowed me to connect with people from all walks of life and become a trusted friend through the work process. This newsletter has helped me stay in touch with many of you through the years and after being in the business almost 28 years the circle is wide.

I may not connect with many of you often but please know that I think of you and wish you happiness, health and success not just at the beginning of a new year but everyday of the year, every year.  
God

Bless you Always,

Gizelle

## **A great story from 2016**

I have clients who had sold their Capitola beach vacation home 10 years ago. They called me in August and said they may want to purchase another vacation home in Capitola at the beginning of 2017. An interesting home had just popped on the market and I invited them over to check it out to start the process. The home didn't have a two car garage and wasn't large enough. We went to look at another home that day that was bigger with a two car garage but in need of some TLC.

They both liked/loved it and they bought it and closed in 7 days. The best part of this story is that they planned on fixing it up without telling their grown kids they had purchased it. Then inviting them to the home for Christmas acting like it was a rental. As a surprise on Christmas they gave their kids keys to the new beach home! Talk about a great Christmas present! Unfortunately I had the flu over Christmas and wasn't able to visit and see the happy family in their new vacation home but hoping to see them soon!

# 6 Tax Deductions Homeowners Won't Want to Miss!

By Maurie Backman, Motley Fool

It's that time of year and we don't want you to miss out on any home tax deductions. Always make sure to consult your accountant too.

1. Mortgage interest deductions
2. Home-Improvement loan interest deduction
3. PMI deduction
4. Mortgage points deduction
5. Property tax deduction
6. Home office deduction

Find the full article here...<http://www.nasdaq.com/article/6-tax-deductions-homeowners-wont-want-to-miss-cm729491>

**Probably the worst thing you can hear when you are wearing a bikini is “good for you”!**

## Outsmarted by a Woman

When Bill found out he was going to inherit a fortune when his sickly father died, he decided he needed a woman to enjoy it with.

So one evening he went to a singles bar where he spotted the most beautiful woman he had ever seen. Her natural beauty took his breath away.

"I may look like just an ordinary man," he said as he walked up to her, "but in just a week or two, my father will die, and I'll inherit 20 million dollars."

Impressed, the woman went home with him that evening and, three days later she became his stepmother.

Women are so much smarter than men.

# Alisha & Kamala's Corner...

What a whirlwind of a holiday season. I have always loved the holidays, a time of year to come together with family and friends to share in gratitude and celebratory traditional foods, mmmmmm my favorite. This holiday was no different and I enjoyed every moment of it, maybe a little too much as evidence by my extra lbs! With that said I am happy to be moving forward into 2017 looking ahead to new challenges, wins, losses, and moments of reflection. I have decided this year to have NO resolutions - ground breaking I know (sarcasm). What I have decided to do is to set a list of goals that I want to accomplish in 2017. I included things like... read at least 4 books directly related to improving myself personally or professionally, say no more at work, be less of a wallflower, reach out to old friends, and more. Hopefully a year from now I will be writing about how much more productive I was. Wish me luck.



Other than welcoming in the new year, Marcus and I are enjoying living on the West Side, taking runs along the water, biking to Parish and West End, and my job is busy as ever, with the uncertainty of health care those of us in the business seem to grow in value the more transitions we go through. So bring it 2017! I am ready for the challenge. XOXO Alisha



Less than a week after returning from the US Virgin Islands and visiting Anderson's family and the gorgeous beaches, we're snowed in! What a transition! Anderson got to stay home from work on a Monday and sleep in because the roads are so icy. Although very fortunate growing up and visiting the snow, it is another situation when you live in this kind of weather. Where we live doesn't see snow every year like this but thanks to a fun

storm we've been eating soup, taking our puppy on hilarious walks (he's a french bulldog with the personality of a circus lion tamer) and enjoying movies and our new fireplace. The worst part about the weather here isn't that it freezes, its that it is freezing one day and then two days later it is 67 degrees. My allergies are always up and down. Regardless though we have been having so much fun throwing snow balls and trying not to slip in the ice.

Kamala





Check out our new website!!!  
**[www.sipinrealestate.com](http://www.sipinrealestate.com)**



*Congratulations Ching Brodsky for winning the Walnut Cafe gift card!*

## WE NEED YOUR HELP!

We are trying to improve the newsletter for **you** and would love your feedback prior to making any changes.

We would like to know... What's your favorite part of the newsletter is? Do you enjoy the articles? What do you read first?

We have an online survey that will take less than 5 minutes.

**[www.sipinrealestate.com/survey](http://www.sipinrealestate.com/survey)**

Or call or text me with your feedback.  
We would really appreciate it. Gizelle (831)212-9800.

# John's dropping a line

2017 Happy New Year to all... Finally the holiday season is over! Not that I have any pain over Thanksgiving, which I love, and Christmas, but our children are grown up now and I feel it's difficult to get into the mood over the holidays as compared to when our two girls were home growing up.

Recently we had a rental become vacant in early December and we wanted to do some improvements to it before renting it out again, then Gizelle and I caught the terrible flu bug and it killed our Christmas and New Year's. We were vegetables over this time and didn't have an ounce of energy to do anything. We wanted to tear out the carpet and put in plank vinyl floors throughout the rental unit. I started the process and after a few days in early December, I soon was too exhausted to finish, it was so much work. I marched my son-in-law Marcus and he was an angel, hardworking and fun to work with and we accomplished a lot in a few days. Then low and behold my daughter Alisha (Marcus' wife) comes over and said she

wanted to help and holy cow, if I didn't know it before I quickly discovered that Alisha and Marcus together were leaders. Laying a floor is hard work, you're constantly doing burpees, on your knees laying planks and measuring the next piece then back up going to the table saw cutting the piece, then the trim pieces that you have to do around the door ways. OMG, yea probably close to hundreds and hundreds of burpees in an hour. Well after working with Marcus and Alisha I got too sick to come back, that was it, it would have to wait for two weeks till I recovered from the flu I had caught. But oh no, Alisha and Marcus said they can finish this and in the next couple of days they did and it was a beautiful job.

It's amazing to me to have been blessed with our children and their husbands, lending a hand when I didn't expect it. This also goes for our other daughter Kamala and her husband Anderson, both my daughters married such genuine guys that have really impressed me with their loyalty toward family. Gizelle and I are blessed that we feel comfortable with the challenges our kids will have in the future and the team work and support their husbands will step up with.

As a father of two beautiful girls who are women now, I am a very happy man that angels are taking care of our family.

Happy New Year to all of you and I know your family is just as blessed.

John



**“12 new chapters,  
365 new chances.”**

*“Faith is taking the first step even when you don’t see the whole staircase”*

Martin Luther King Jr.

*“I have decided to stick with LOVE. Hate is too great a burden to bear.”*

Martin Luther King Jr.

We want to THANK ALL OF YOU for your continued business and referring your friends and family to us.

Welcome new clients:

Tom and Mary Birch

Alison and Bern Ruday

Scott and Carol Gardner referred by Cassie Gardner

Mary and Tom Firth referred by Jim Conly

**THERE'S NO PLACE LIKE HOME**

January Quiz Question

Who has the best Mai Tai's in Santa Cruz?

1st one to answer the question will win a mystery gift certificate!!!

Call or text Gizelle at (831) 212-9800... Goooooooood Luck!

Congratulations **Gilda Messmer** for winning the last quiz!

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## PLEASE FRIEND ME ON FACEBOOK

[www.facebook.com/GizelleandJohnSipin](http://www.facebook.com/GizelleandJohnSipin)

I post fun information about Santa Cruz local events!



Friends: Would you rather receive this electronically???

If so please email Alisha at: [alishahightower@gmail.com](mailto:alishahightower@gmail.com).

Call me with your real estate questions and check out our website.

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Find us at: [www.sipinrealestate.com](http://www.sipinrealestate.com)

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